



**C.E.D.T.**

**CONFÉDÉRATION EUROPÉENNE DES DÉTAILLANTS EN TABAC (G.E.I.E.)**



## ITALIAN TOBACCONISTS



**Federazione  
Italiana  
Tabaccai**



**Mario Antonelli**

National President of the Italian Tobacconists Federation (FIT) since June, 15 2022.

Tobacconist since 1982, he began his long trade union activity as Provincial Councilor of the L'Aquila FIT from 1989 to 1994, of which he was then President from 1994 to 2022. From 2002 to 2022 he was a member of the National Council and a member of the Executive Committee as National Vice-president since 2006; in 2014 he was appointed Deputy National Vice President. From 2010 to 2014 he was also a member of the National Management Committee of the Totoricevitori Sportivi (State Lottery Offices Union), a FIT member that represents the Italian tobacconists who own a lottery and sports betting shop. Since 2017 he has been a member of the Board of Directors and Vice President of ECOMAP, a cooperative mutual assistance and pension fund for tobacconists.

In 2007 he was awarded the honour of Knight of the Order "To Merit of the Italian Republic".

## THE ITALIAN FEDERATION OF TOBACCONISTS

### ORGANISATION AND MISSION

FIT represents almost all Italian tobacconists. It operates all over Italy via a widespread territorial network comprising 114 Provincial Trade Unions, which provide trade union, tax and legal assistance to members. The Federation's work fo-

cusses on safeguarding the business of retailers, enhancing and defending the network for the exclusive sale of tobacco and betting products, and promoting new activities and services in the industry. The organisation has an office

in Brussels, which represents the interests of Italian tobacconists in Europe, manages relations with the EU and the industry's European associations, and produces studies and research on the tobacco distribution industry.



## THE TOBACCO DISTRIBUTION SYSTEM

Procurement and logistics system: the distribution of tobacco from suppliers to tobacconists is overseen by authorised depositories

who operate within an excise suspension regime.

Retail monopoly: tobacco retail is reserved for the State that entrusts the ac-

tivity to tobacconists via a licensing regime that operates through the Agency for Customs and Monopolies.

## WHO ARE THE TOBACCO RETAILERS?



**Points of sale organisation:** the network comprises 54.000 tobacco shops that are open 24/7 and welcome 15 million individuals every day.

Then, there are also 7.700 public retail outlets holding provisional licenses, which form a complementary net-

work supplied by tobacco shops and are authorised to sell tobacco.

The tobacconists are small family businesses operating as retailers who are licensed by the State, with whom they sign a licensing agreement and subsequently receive a specific license.

**The tobacconist's tobacco revenue:** is set as a fixed percentage taken from the retail price.

Training system: new tobacconists and their assistants must take a compulsory preparatory training course that qualifies them to carry out their profession.



## TOBACCO TAX SYSTEM

**Cigarettes:** the Italian state collects approximately 78% of the taxes on the retail price. The remaining margin is divided between producers, distributors and retailers.



## THE VARIETY OF PRODUCTS AND SERVICES

Italian tobacco shops are multi-purpose centres that provide various services, many of which are of public interest: payment of taxes, utilities and fines, telephone top-ups, train tickets, travel documents, stamps, tax stamps, prepaid credit cards, taking bets, pickup and drop off parcel service.



## NATIONAL LEGISLATION REGULATING THE INDUSTRY

- selling tobacco to minors under the age of 18 is prohibited;
- smoking in public places is prohibited.

## KEY INFORMATION

- 20,3 billion euros in revenue;
- 14,4 billion euros in tax revenue (10,8 excise duties + 3,6 VAT);
- 12 million smokers;
- over 150 thousand agents.



Via Leopoldo Serra, 32  
00153 Roma  
Tel. +39 06585501  
Fax +39 065899878  
E-mail: [fit@tabaccai.it](mailto:fit@tabaccai.it)  
Web: [www.tabaccai.it](http://www.tabaccai.it)